

ADVISING A NEW ECONOMY BUSINESS

VOLUME I

Defining the New Economy
Intellectual Property
Business Plans and Structures

Winter 1999

Douglas Harris

These materials are solely for the classroom use of students of the Faculty of Law, University of Toronto



ADVISING A NEW ECONOMY BUSINESS

VOLUME I

Defining the New Economy
Intellectual Property
Business Plans and Structures

Winter 1999

Douglas Harris

These materials are solely for the classroom use of students of the Faculty of Law, University of Toronto



TABLE OF CONTENTS

VOLUME I

1.	DEFINING THE NEW ECONOMY	
	Encyclopedia of the New Economy New Rules for the New Economy The Digital Economy The Economics of Ideas Netscape Communicator Materials There is No New Economy	
2.	INTELLECTUAL PROPERTY POLICY	
	Patently Absurd	
3.	BUSINESS PLANS AND STRUCTURES	
	How to Write a Great Business Plan. Outline for a Business Plan. The Business Plan. An Industry Dean Speaks Out. A Giant Battles its Drug Dependency.	175 191 219 221
	Going Public	225

VOLUME II

4.	FINANCING	
	Understanding the Venture Capital Market Financing Canadian Software Company Developments - Venture Capital You Can Negotiate with Venture Capitalists. Top Ten Things Not to Say to a Venture Capitalist. Mid-Market Capital: Unique Sources of Private Equity Capital Lava Systems Inc. Initial Public Offering.	237 243 249 253
5.	EXPLOITING INTELLECTUAL PROPERTY	
	The Biotech CenturyLicensing Intellectual Property - A Fundamentals ApproachHow to License Technology	333
6.	EMPLOYEE CONCERNS	
	A. Restrictive Covenants Employment Contracts: Enforcing Non-Competition Maguire v. Northland Drug Co., [1935] 3 D.L.R. 521 Elsley v. J.G. Collins Insurance Agencies Limited, [1978] 2 S.C.R. 916 When an Executive Defects Who Owns the Customers? OEB International Ltd. v. Leyden (1998), 78 C.P.R. (3d) 1 (Ont. C.A.) Magma Technologies Inc. Discussion Materials	446 454 478 490
	B. Incentives Recent Developments in Stock Incentives	
7.	GOVERNANCE AND THE BOARD OF DIRECTORS	
	A. Shareholder Agreements Shareholder Agreement Outline Form of Unanimous Shareholder Agreement Re Wittlin et al. And Bergman et al.	550
	B. Board of Directors Alberta Business Corporations Act Corporate Governance's Biggest Challenge	
	C. Investors Advice to Hungry Entrepreneurs How to Marry a Millionaire	602